| POPULATION TOTAL        | 1990 CENSUS | 2000 CENSUS | 2003 ESTIMATED | 2008 PROJECTED |
|-------------------------|-------------|-------------|----------------|----------------|
| UNITED STATES           | 248,709,873 | 281,421,906 | 290,647,163    | 305,918,071    |
| MEDIAN AGE (YRS)        |             | 35.3        | 36.1           | 37.3           |
| MASSACHUSETTS           | 6,016,425   | 6,349,097   | 6,451,860      | 6,610,791      |
| MEDIAN AGE (YRS)        |             | 36.6        | 37.6           | 38.9           |
| HISPANICS (ANY RACE)    |             | 428,729     | 458,224        | 506,586        |
| STATE'S PERCENTAGE      |             | 6.75%       | 7.10%          | 7.66%          |
| POPULATION BY RACE      |             | 2000 CENSUS | 2003 ESTIMATED | 2008 PROJECTED |
| WHITE                   |             | 5,367,286   | 5,401,209      | 5,459,604      |
| STATE'S PERCENTAGE      |             | 84.54       | 83.72          | 82.59          |
| MEDIAN AGE (YRS)        |             | 38.3        | 39.5           | 41.2           |
| BLACK/AFRICAN-AMERICAN  |             | 343,454     | 361,681        | 381,891        |
| STATE'S PERCENTAGE      |             | 5.41        | 5.61           | 5.78           |
| MEDIAN AGE (YRS)        |             | 29.5        | 30.2           | 31.0           |
| AMERICAN INDIAN/NATIVE  |             | 15,015      | 16,514         | 18,660         |
| STATE'S PERCENTAGE      |             | 0.24        | 0.26           | 0.28           |
| MEDIAN AGE (YRS)        |             | 30.3        | 30.0           | 29.9           |
| ASIAN                   |             | 238,124     | 257,863        | 289,096        |
| STATE'S PERCENTAGE      |             | 3.75        | 4.00           | 4.37           |
| MEDIAN AGE (YRS)        |             | 29.6        | 30.5           | 32.7           |
| HAWAII/PACIFIC ISLANDER |             | 2,489       | 2,593          | 2,989          |
| STATE'S PERCENTAGE      |             | 0.04        | 0.04           | 0.05           |
| MEDIAN AGE (YRS)        |             | 28.1        | 27.9           | 28.0           |
| OTHER                   |             | 236,724     | 257,506        | 287,703        |
| STATE'S PERCENTAGE      |             | 3.73        | 3.99           | 4.35           |
| MEDIAN AGE (YRS)        |             | 24.0        | 24.7           | 26.0           |
| POPULATION BY LOCALITY  |             |             | 2003 ESTIMATED | 2008 PROJECTED |
| URBAN                   |             |             | 2,008,421      | 2,040,744      |
| SUBURBAN                |             |             | 4,266,630      | 4,386,707      |
| RURAL                   |             |             | 176,809        | 183,340        |

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## Transportation and Marketing

| INCOME  | 2003 ESTIMATED  | 2008 PROJECTED  |                            |
|---|---|---|----------------------------|
| HOUSEHOLD MEDIAN                                | \$56,120  |   |                            |
| PER CAPITA                                      | \$29,122  |   |                            |
| EXPENDITURES                                    | 2003 ESTIMATED  | 2008 PROJECTED  | % CHANGE                   |
| TOTAL EXPENDITURES                              | \$118,180,444,000                                     | \$147,205,905,000                                     | 24.56%                     |
| FOOD AT HOME TOTAL                              | \$13,527,817,000                                      | \$15,354,078,800                                      | 13.50%                     |
| FOOD AWAY FROM HOME TOTAL                       | \$12,804,274,200                                      | \$15,724,703,600                                      | 22.81%                     |
| FOOD AS % OF TOTAL EXPENDITURES                 | 22.28%  | 21.11%  |                            |
| FOOD AT HOME                                    | 2003 ESTIMATED  | 2008 PROJECTED  | % CHANGE                   |
| MEATS (ALL TYPES)                               | \$2,758,993,400                                       | \$3,166,555,800                                       | 14.77%                     |
| FISH & SEAFOOD PRODUCTS                         | \$313,421,000   | \$352,415,000   | 12.44%                     |
| FRUITS & VEGETABLES                             | \$1,611,527,100                                       | \$1,799,716,200                                       | 11.68%                     |
| DAIRY PRODUCTS                                  | \$1,536,109,600                                       | \$1,736,446,300                                       | 13.04%                     |
| BAKERY PRODUCTS                                 | \$1,587,005,800                                       | \$1,745,625,900                                       | 9.99%                      |
| CEREALS & PRODUCTS                              | \$761,178,800   | \$883,403,800   | 16.06%                     |
| PREPARED FOODS                                  | \$1,905,662,800                                       | \$2,185,856,400                                       | 14.70%                     |
| JUICES  | \$457,302,900   | \$513,791,900   | 12.35%                     |
| FOOD AWAY FROM HOME                             | 2003 ESTIMATED  | 2008 PROJECTED  | % CHANGE                   |
| BREAKFAST & BRUNCH<br>FAST FOOD<br>FULL SERVICE | \$822,454,100<br>\$364,852,100<br>\$457,602,100       | \$1,120,743,200<br>\$482,412,400<br>\$638,330,800     | 36.27%<br>32.22%<br>39.49% |
| LUNCH<br>FAST FOOD<br>FULL SERVICE              | \$2,967,890,000<br>\$1,754,449,600<br>\$1,213,440,400 | \$3,635,677,700<br>\$2,098,294,800<br>\$1,537,382,900 | 22.50%<br>19.60%<br>26.70% |
| DINNER FAST FOOD FULL SERVICE                   | \$4,725,345,100<br>\$1,670,853,800<br>\$3,054,491,400 | \$5,915,944,600<br>\$2,007,126,900<br>\$3,908,817,700 | 25.20%<br>20.13%<br>27.97% |

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| FOOD AT HOME EXPENDITURES | 2003 ESTIMATED | 2008 PROJECTED | % CHANGE |
|---------------------------|----------------|----------------|----------|
| MEATS                     |                |                |          |
| MEATS (ALL TYPES)         | \$1,101        | \$1,214        | 10.26%   |
| POULTRY                   | \$379          | \$419          | 10.55%   |
| EGGS                      | \$54           | \$58           | 7.41%    |
|                           |                |                |          |
| FISH & SEAFOOD            |                |                |          |
| FRESH                     | \$75           | \$80           | 6.67%    |
| FROZEN                    | \$29           | \$34           | 17.24%   |
| CANNED                    | \$20           | \$21           | 5.00%    |
| FRUITS / VEGETABLES       |                |                |          |
| FRESH                     | \$470          | \$508          | 8.09%    |
| CANNED                    | \$76           | \$84           | 10.53%   |
| FROZEN                    | \$75           | \$76           | 1.33%    |
| OTHER                     | \$23           | \$22           | -4.35%   |
| DAIRY PRODUCTS            |                |                |          |
| FRESH MILK & CREAM        | \$179          | \$191          | 6.70%    |
| CHEESE                    | \$168          | \$174          | 3.57%    |
| ICE CREAM                 | \$101          | \$109          | 7.92%    |
| BUTTER / MARGARINE        | \$53           | \$64           | 20.75%   |
| BAKERY PRODUCTS           |                |                |          |
| BREAD & PRODUCTS          | \$506          | \$536          | 5.93%    |
| COOKIES                   | \$88           | \$92           | 4.55%    |
| CRACKERS                  | \$39           | \$41           | 5.13%    |
| CEREALS & PRODUCTS        |                |                |          |
| CEREALS                   | \$170          | \$181          | 6.47%    |
| PASTA PRODUCTS            | \$61           | \$70           | 14.75%   |
| FLOUR & MIXES             | \$36           | \$43           | 19.44%   |
| RICE                      | \$37           | \$45           | 21.62%   |
| PREPARED FOODS            |                |                |          |
| SNACKS/CHIPS              | \$128          | \$148          | 15.63%   |
| JUICES                    | \$182          | \$197          | 8.24%    |
| FROZEN/PREP. OTHER        | \$93           | \$108          | 16.13%   |
| SOUPS                     | \$69           | \$80           | 15.94%   |
| SAUCES & GRAVIES          | \$66           | \$65           | -1.52%   |
| BABY FOOD                 | \$46           | \$50           | 8.70%    |
| FROZEN MEALS              | \$38           | \$43           | 13.16%   |
| NUTS                      | \$32           | \$35           | 9.38%    |
| SALADS                    | \$30           | \$36           | 20.00%   |
|                           |                |                |          |

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